

OING UP? Why everything seems to be going up in price but Dier-Kiss Powder, that quite distinguishingly French toilet creation of that great French modernist, Monsieur Kerkoff.

So, dear ladies, smile at this entertaining advertisement if you will, but powder your pretty noses with Dier-Kiss Face Powder to your hearts' content. It is concededly "smart" and really a revelation of what exquisite French powder may be, created as it is by the modern master of the as it is by the modern master of the art. By the way, why not consent to receive a sample? Messes. Alfred H. Smith & Company, 27 West 33rd Street, New York, will be charmed to send you samples both of Dier-Kiss Face Powder and Dier-Kiss Extract. Just enclose ten cents—and yes—NOW by all means! so it'll go. And when you're cleaned out you'll only be easier fruit for Adolph."

Each word might have been a whiplash that landed on Miss Le Favor's un-defended body. The girl's hands suddefended body. The girl's hands sud-denly became fists. She thrust her face, chin first, forward.

In the pause that followed, Cordelia Maxwell said steadily. "Ne came to a sitting posture, and Maxwell "I knew you'd understand." moved over to the couch and sat besideher.

Miss Le Favor's words came slowly, in

a series of hisses:

a series of misses:

"Is—that—so, old frozen-face? P'r'aps
you'll tell me—how you know—so much
more—about me—than I know—about movelf. Pr'aps you'll tell me—how you know—l'il spend that money—on clothes—when I'm crazy—to be a stenographer."

"Sure, I'll tell you!" Miss Carroll an-wered directly. "The reason you won't swered directly. "The reason you won't stay straight, even with all that money, is because you don't really care to stay straight. The reason you'll go crooked with that money is because you want clothes more than anything else in the world. That two thousand dollars will only grease the way. For you're not fighting for something that's worth all there is in a girl. You're fighting for something that ain't worth the powder to blow it up.

Fighting! There ain't no fight in you!"

"No fight in me! No fight in me! Say,
do you know who you're talking to?

Lefty Le Favor's daughter!"

Lefty Le Favor's daughter! Lefty Le Favor's daughter! Lefty Le Favor's daughter! Lefty Le Favor's daughter drawing a salary to be good. And your father the gamest man that ever put foot inside the ring. Gawd! Ain't you ashamed of yourself?" Ain't you ashamed of yourself?

"Say," Miss Le Favor said, "I'll listen to you when you've lived on eight dollars a

week for three years.'

Eight dollars a week! Three years! I've got you beat by two dollars and two I lived on six dollars for five years when I was a telephone girl. Yes, sir. For five years! You can't tell me anything about the straight and narrow.

know every inch of it."

"Aw—well—I can see you all right." Miss Le Favor dropped scornfully. "Goin' Miss Le Favor dropped scorning. Gonhome every night, cookin' a warmed-over, burned-up dinner on the gas. Goin' to church on Sunday and findin' that fun enough. Say, girls like you don't know what real living is. You never came up

against a real temptation.

against a real temptation."
"Perhaps I didn't," Miss Carroll said.
"Perhaps I didn't. I'm not saying whether I did or not. That's not here nor there. I lived on six dollars for five years, though. But I made up my mind that I wasn't roing to live on six dollars all. I wasn't going to live on six dollars all my life. No, sir! I worked and worked for it, and planned and planned for it. and dreamed and dreamed for it. Oh, I had some ways of making easy money offered to me; but they weren't straight and I threw them down. Maybe it didn't half threw them down. Maybe it want has kill me to do it. But I did it. I says to myself. If it beats you here, it'll beat you all along the line. And I kept saying over and over again. You can't afford to let it beat you. You've got to beat it.'
I studied stenography and typewriting,
And, believe me, I was some bonehead. It was awful hard, but I stuck and after a while I began to learn. I answered a while I began to learn. I answered bushels of ads. And finally I got an office job. Then I got a better one. And then I got a better one than that. And now I'm with Miss Lee—private secretary: fifteen dollars a week and expenses, traveling across the country.

penses, travening across the country.

Miss Le Favor jumped to her feet.

"Just the same," she said, "I'm going to hang on to the little two thousand." She made for the bath-room, talking as she went; and as she talked she unfastened her gown. "And I'm gonna get out of here while the goin's good and I still got that check in my She tore off the gold chain as she passed the bureau, dropping it in an open

the murmur of woolen things going on.
"Say, Miss Maxwell," Miss Le Favor

of clothes you can find anywhere. And entreated with husky suddenness, "don't let her get you to change your mind about that check, will you? If they don't give me that money at the bank I'll be in the harbor inside half an hour."

Maxwell's arm crept round Cordelia's waist. Cordelia's arm crept round Maxwell's waist.

"You'll get the money, Miss Le Favor," axwell said steadily. "Never fear."

"What do they know about it?" Carroll's voice rang suddenly. never had to earn a cent by hard work in their lives. Everything is pretty soft for them. They've never got dog-tired from work. They don't know what it is to have a hungry pain last over from one meal to the next. They don't know what meat to the next. They don't know what it is to shiver all the time from not having enough on. They don't know what it is to worry about the rent and meals and clothes and carfare even—all at once. They never had to make one cent do the work of ten and ten cents do the work of fifty and a dollar do the work of five. They don't know any more about the world that you and I live in than if they'd never been here. Of course they think money is a cure for everything. And it does cure any trouble they've ever had. But money can't cure our troubles. And money won't keep a girl straight unless she wants to go straight. Nobody keeps good 'cause they're paid for it. If you're putting up a fight—I don't care what it's for-you've got to want to win that fight more than anything in the world. You've got to be willing to give up everything for it."

Sounds of hurrying even more tempestuous came from the bath-room.

Aw, you give me a fierce pain!" Miss Le Favor exclaimed.

She finally appeared, her face red, her forehead moist from haste.

"Say,"—she turned to Maxwell,— 'don't you get cold feet about what rou've done. You'll never be sorry. you've done.

"Good-by," Maxwell said quietly. And Good-by," Cordelia quavered. Miss Le Favor tore to the door. Miss

"Don't!" Miss Carroll entreated.
"Fight it on your own! Remember, you're Lefty Le Favor's daughter. Fight for it!"

"Aw, shut up!"

Presently the elevator door clanged. Quietly Miss Carroll returned to her own room, entering from the hall. For a time Maxwell and Cordelia sat moveless, still elinging to each other. After the sounds in Miss Carroll's room died down, they went to bed. They talked in whispers

AT ten o'clock the next morning the two girls, in combing jackets, very holloweyed, were getting ready for breakfast. A knock came at the door at their right. "Come," Maxwell called.

The door opened. Miss Carroll, more than usually white-faced, stood on the threshold. "Good morning, Miss Lee," she said. "Good morning, Miss Livingstone. I've come to—"

The telephone interrupted.

"Excuse me," Maxwell said.

"Hello," she called into the machine
"Send her up!" she added in another instant. "Miss Le Favor!" she explained
briefly, turning from the telephone.
"Please sit down, Miss Carroll."

Miss Carroll sat down. Cordelia sat down. down. Maxwell sat down. In silence they waited until a knock sounded on the door.

"Come!" Maxwell ordered.

Miss Le Favor entered. Shepherd's plaid suit, little streamered pill-boxshaped hat, red vanity-box, she looked exactly as she did the night before, ex-cept that she carried a small parcel.

"Good morning," the three girls said.
"Good morning," Miss Le Favor answered. "I've come back to tell you," drawer. From the bath-room came the sound sold be began immediately, addressing her-from the bath-room came the sound solf to Maxwell, "that I can't keep the of frenzied undressing, of frantic re-dress-money." She placed the little pared on ing—the rustle of silky things coming off, the table. "You're right," she went on. addressing herself now to Miss Carroll.
"I saw that after I'd laid awake all night



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